

NOTICE OF SOLICITATION

SERIAL 03096-RFP

REQUEST FOR PROPOSAL FOR: FINANCIAL ADVISORY SERVICE (NIGP94648)

Notice is hereby given sealed proposals will be received by the Materials Management Department, Materials Management Center, 320 West Lincoln Street, Phoenix, Arizona 85003-2494, until **2:00 P.M./M.S.T.** on **SEPTEMBER 4, 2003** for the furnishing of the following for Maricopa County Proposals will be opened by the Materials Management Director (or designated representative) at an open, public meeting at the above time and place.

All Proposals must be signed, sealed and addressed to the Materials Management Department, Materials Management Center, 320 West Lincoln Street, Phoenix, Arizona 85003-2494, and marked "SERIAL 03096-RFP REQUEST FOR PROPOSAL FOR FINANCIAL ADVISORY SERVICE (NIGP94648)."

The Maricopa County Procurement Code ("The Code") governs this procurement and is incorporated by this reference. Any protest concerning this request for Proposals must be filed with the Procurement Consultant in accordance with Section MC1-905 of the Code.

ALL ADMINISTRATIVE INFORMATION CONCERNING THIS REQUEST FOR PROPOSAL AND THE CONTRACTUAL TERMS AND CONDITIONS CAN BE LOCATED A http://www.maricopa.gov/materials. ANY ADDENDUM'S TO THIS SOLICITATION WILL BE POSTED ON THE MARICOPA COUNTY MATERIALS MANAGEMENT WEB SITE UNDER THE SOLICITATION SERIAL NUMBER.

PROPOSAL ENVELOPES WITH INSUFFICIENT POSTAGE WILL NOT BE ACCEPTED BY THE MARICOPA COUNTY MATERIALS MANAGEMENT CENTER

INQUIRIES:

WILLIAM THORNTON PROCUREMENT CONSULTANT TELEPHONE: (602) 506-3248

NOTE: MARICOPA COUNTY PUBLISHES ITS SOLICITATIONS ONLINE AND THEY ARE AVAILABLE FOR VIEWING AND/OR DOWNLOADING AT THE FOLLOWING INTERNET ADDRESS:

http://www.maricopa.gov/materials/advbd/advbd.asp

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NOTICE

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NO RESPONSE DOCUMENT

NO RESPONSE

Proposers not responding to this proposal are asked to complete this document and return it to Maricopa County Materials Management Department, 320 W. Lincoln St., Phoenix, AZ 85003-2494.

MARK OUTSIDE ENVELOPE "SERIAL 03096 -RFP

Responses must be received **BY 2:00 P.M., <u>SEPTEMBER 4, 2003</u>**. Proposers failing to submit a proposal, or this document, may be subject to removal from the Maricopa County Materials Management Contractor List.

SERIAL: 03096-RFP	TITLE: FINANCIAL ADVISORY SERVICE (NIGP94648)
CONTRACTOR NAME	:
ADDRESS:	
PHONE:	CONTACT:
REASON FOR NO PRO	POSAL:
	Insufficient time
	Do not handle product/service
	Other:

IMPORTANT

PLEASE READ BEFORE SUBMITTING YOUR PROPOSAL

M/WSBE CONTRACT PARTICIPATION

For this Contract a combined M/WSBE goal of <u>0%</u> involvement is established for Minority/Women-Owned Small Business Enterprises (M/WSBE). This goal may be attained singularly or by any combination thereof to create the overall designated percentage involvement goal. Instructions and required forms are included in the Minority/Women-Owned Small Business Enterprise Program Contracting Requirements section. The Maricopa County Minority and Women-Owned Small Business Enterprise Program, revised June 14, 2000, is incorporated by reference

The <u>Materials Management Department</u> of Maricopa County will endeavor to ensure in every possible way that Minority and Women-owned Small Business firms shall have every opportunity to participate in providing professional services, materials, and contractual services to the <u>Materials Management Department</u> of Maricopa County without being discriminated against on the grounds of race, religion, sex, age or national origin. The Maricopa County Minority Business Program, effective January 1, 1992, is incorporated by reference.

SPECIFICATIONS ON REQUEST FOR PROPOSALS FOR: FINANCIAL ADVISORY SERVICE (NIGP94648)

1.0 <u>INTENT</u>:

It is the intent of this Request for Proposal to procure the services of a qualified firm to represent the County as Financial Advisor for a variety of projects, which may require financing throughout the year. The Contractor shall furnish all labor, materials, and equipment (including data processing equipment) necessary to perform the work required.

2.0 SCOPE OF WORK:

2.1 FINANCIAL PLAN:

The Contractor shall consult with County officials, bond counsel, disclosure counsel, underwriter, and rating agencies to develop a Financing Plan which will provide the most economical structure for any given financing. The Financing Plan shall include, but not be limited to, the following:

- 2.1.1 A thorough review and analysis of the existing financial resources, cash flows, and legal structure of the County, as well as all relevant data pertaining to the financing plan.
- 2.1.2 A determination of the amount necessary to be issued.
- 2.1.3 A determination of the structure, which will result in the County receiving the lowest possible borrowing, cost.

2.2 DEBT ISSUES:

The Contractor will coordinate the sale and closing of any debt issue. If other financing mechanisms are worth considering, those may be analyzed and potentially executed.

2.3 SALE OF PUBLIC DEBT:

The Financial Advisor in conjunction with County's bond and disclosure counsels, shall perform the following functions to facilitate the marketing and s ale of public debt:

- 2.3.1 Develop and prepare the necessary documents including:
 - The sale calendar
 - A complete and detailed official statement of the terms under which the debt securities are to be offered which can serve as an effective marketing instrument.
- 2.3.2 Review documents prepared by the bond and disclosure counsels.
- 2.3.3 Review the purchase agreement and suggest additions or changes to aid the County.
- 2.3.4 Recommend the rating firms to be used, if necessary, and prepare and present such information as is required to receive rating.
- 2.3.5 Assist with securing a line or letter of credit when necessary.
- 2.3.6 Coordinate the printing and delivery of securities and notify the purchaser of the date and place that payment will be made.
- 2.3.7 Assist with the preclosing and closing to ensure that all documents contained in each transaction accurately reflect the County's understanding of the terms of the transactions.
- 2.3.8 If a different financing mechanism is used, similar duties and responsibilities will apply.

2.4 PROPOSAL:

Proposers are to include a brief outline of their approach to items 2.1 through 2.3 above to include:

- 2.4.1 Outline the activities the firm would undertake to perform these functions, and describe your firm's experience with these activities.
- 2.4.2 Outline the circumstances under which competitive and negotiated sales would be preferred.
- 2.4.3 Describe your firm's role under the new SEC disclosure rules, which became effective **July** 3, 1995.
- 2.4.4 What technical support services you have available, how would they be utilized in the formulation of financing plans in support of the County's business plan.
- 2.4.5 Describe in detail your firm's experience, naming firm members, in successfully designing and implementing types of financing. The County would generally consider e.g. TANS, COPs, GO bonds, leases, refunding, etc.

2.5 FIRMS QUALIFICATIONS:

Proposers shall include the following information about their firm in their Proposal:

- 2.5.1 Identify the firm's organization and its resources and how they will be put to work for the County. List at least three recent debt issues for which your firm has acted either as financial advisor or as a managing underwriter.
- 2.5.2 List your most recent financial advisor relationships within the State of Arizona, if applicable, or within other states. Please include the names, addresses, and phone numbers of contact persons. Briefly describe the work performed, including the dollar amount of the issues or other financing.
- 2.5.3 Describe any innovations you have developed or worked on for tax-exempt security issues, briefly outlining the problem, your solution, and the results.
- 2.5.4 Outline your firm's experience during the past two years with the major rating agencies. Discuss this experience and its potential applicability to the County.
- 2.5.5 Please attach a recent representative example of an official statement for which you acted as financial advisor, if applicable.

2.6 PERSONNEL QUALIFICATIONS:

Proposers shall include the following personnel information in their proposal:

- 2.6.1 Personnel assigned to the County including brief resumes.
- 2.6.2 Availability of assigned personnel.
- 2.6.3 Other individuals available to the County.

2.7 COMPENSATION:

Please explain the firm's proposed fee schedule for the work proposed and for various financing alternatives. Explain how fees may differ in the cases of alternative financing mechanisms. If the firm proposes that the County bear the cost of incidental expenses associated with financing, <u>clearly</u> state what type of incidental expense the County will be expected to bear. Payment of fees shall be upon delivery of financing proceeds, if applicable. For general consulting engagements, which involve no sales of securities, please describe your fee structure.

2.8 FACILITIES:

During the course of this Agreement, the County shall provide the Contractor's personnel with adequate workspace for consultants and such other related facilities as nay be required by Contractor to carry out its obligation enumerated herein.

2.9 TAX:

No tax shall be levied against labor. Proposal pricing to include all labor, overhead tools and equipment used, profit, and any taxes that may be levied. It is the responsibility of the Contractor to determine any and all taxes and include the same in proposal price.

3.0 SPECIAL TERMS & CONDITIONS:

3.1 CONTRACT LENGTH:

This Request for Proposal is for awarding a firm, fixed price purchasing contract to cover a three (3) year period.

3.2 OPTION TO EXTEND:

The County may, at their option and with the approval of the Contractor, extend the period of this Contract up to a maximum of three (3), one (1) year options. The Contractor shall be notified in writing by the Materials Management Department of the County's intention to extend the contract period at least thirty (30) calendar days prior to the expiration of the original contract period.

3.3 INDEMNIFICATION AND INSURANCE:

3.3.1 INDEMNIFICATION.

To the fullest extent permitted by law, CONTRACTOR shall defend, indemnify, and hold harmless COUNTY, its agents, representatives, officers, directors, officials, and employees from and against all claims, damages, losses and expenses, including, but not limited to, attorney fees, court costs, expert witness fees, and the cost of appellate proceedings, relating to, arising out of, or alleged to have resulted from the acts, errors, omissions or mistakes relating to the performance of this Contract. CONTRACTOR'S duty to defend, indemnify and hold harmless COUNTY, its agents, representatives, officers, directors, officials, and employees shall arise in connection with any claim, damage, loss or expense that is attributable to bodily injury, sickness, disease, death, or injury to, impairment, or destruction of property, including loss of use resulting therefrom, caused by any acts, errors, omissions or mistakes in the performance of this Contract including any person for whose acts, errors, omissions or mistakes CONTRACTOR may be legally liable.

The amount and type of insurance coverage requirements set forth herein will in no way be construed as limiting the scope of the indemnity in this paragraph.

3.3.2 Abrogation of Arizona Revised Statutes Section 34-226.

In the event that A.R.S. § 34-226 shall be repealed or held unconstitutional or otherwise invalid by a court of competent jurisdiction, then to the fullest extent permitted by law, CONTRACTOR shall defend, indemnify and hold harmless COUNTY, its agents, representatives, officers, directors, officials and employees from and against all claims, damages, losses and expenses (including but not limited to attorney fees, court costs, and the cost of appellate proceedings), relating to, arising out of, or resulting from CONTRACTOR'S work or services. CONTRACTOR'S duty to defend, indemnify and hold harmless, COUNTY, its agents, representatives, officers, directors, officials and employees shall arise in connection with any claim, damage, loss or expense that is attributable to bodily injury, sickness, disease, death, injury to, impairment or destruction of property including loss of use resulting therefrom, caused in whole or in part by any act or omission of CONTRACTOR, anyone CONTRACTOR directly or indirectly employs or anyone for whose acts CONTRACTOR may be liable, regardless of whether it is caused in part by a party indemnified hereunder, including COUNTY.

The scope of this indemnification does not extend to the sole negligence of **COUNTY**.

3.3.3 Insurance Requirements.

CONTRACTOR, at **CONTRACTOR'S** own expense, shall purchase and maintain the herein stipulated minimum insurance from a company or companies duly licensed by the State of Arizona and possessing a current A.M. Best, Inc. rating of B++6. In lieu of State of Arizona licensing, the stipulated insurance may be purchased from a company or companies which are authorized to do business in the State of Arizona, provided that said insurance companies meet the approval of **COUNTY**. The form of any insurance policies and forms must be acceptable to **COUNTY**.

All insurance required herein shall be maintained in full force and effect until all work or service required to be performed under the terms of the Contract is satisfactorily completed and formally accepted. Failure to do so may, at the sole discretion of **COUNTY**, constitute a material breach of this Contract.

CONTRACTOR'S insurance shall be primary insurance as respects **COUNTY**, and any insurance or self-insurance maintained by **COUNTY** shall not contribute to it.

Any failure to comply with the claim reporting provisions of the insurance policies or any breach of an insurance policy warranty shall not affect coverage afforded under the insurance policies to protect **COUNTY**.

The insurance policies may provide coverage which contains deductibles or self-insured retentions. Such deductible and/or self-insured retentions shall not be applicable with respect to the coverage provided to **COUNTY** under such policies. **CONTRACTOR** shall be solely responsible for the deductible and/or self-insured retention and **COUNTY**, at its option, may require **CONTRACTOR** to secure payment of such deductibles or self-insured retentions by a surety bond or an irrevocable and unconditional letter of credit.

COUNTY reserves the right to request and to receive, within 10 working days, certified copies of any or all of the herein required insurance policies and/or endorsements. **COUNTY** shall not be obligated, however, to review such policies and/or endorsements or to advise **CONTRACTOR** of any deficiencies in such policies and endorsements, and such receipt shall not relieve **CONTRACTOR** from, or be deemed a waiver of **COUNTY'S** right to insist on strict fulfillment of **CONTRACTOR'S** obligations under this Contract.

The insurance policies required by this Contract, except Workers' Compensation, shall name **COUNTY**, its agents, representatives, officers, directors, officials and employees as Additional Insureds.

The policies required hereunder, except Workers' Compensation, shall contain a waiver of transfer of rights of recovery (subrogation) against **COUNTY**, its agents, representatives, officers, directors, officials and employees for any claims arising out of **CONTRACTOR'S** work or service.

3.3.3.1 Commercial General Liability. CONTRACTOR shall maintain Commercial General Liability Insurance (CGL) and, if necessary, Commercial Umbrella Insurance with a limit of not less than \$1,000,000 for each occurrence with a \$2,000,000 Products/Completed Operations Aggregate and a \$2,000,000 General Aggregate Limit. The policy shall include coverage for bodily injury, broad form property damage, personal injury, products and completed operations and blanket contractual coverage including, but not limited to, the liability assumed under the indemnification provisions of this Contract which coverage will be at least as broad as Insurance Service Office, Inc. Policy Form CG 00 01 10 93 or any replacements thereof. There shall be no endorsement or modification of the CGL limiting the scope of coverage for liability arising from explosion, collapse, or underground property damage.

The policy shall contain a severability of interest provision, and shall not contain a sunset provision or commutation clause, or any provision which would serve to limit third party action over claims.

The CGL and the commercial umbrella coverage, if any, additional insured endorsement shall be at least as broad as the Insurance Service Office, Inc.'s Additional Insured, Form CG 20 10 10 01, and shall include coverage for **CONTRACTOR'S** operations and products.

- 3.3.3.2 <u>Automobile Liability</u>. **CONTRACTOR** shall maintain Automobile Liability Insurance and, if necessary, <u>Commercial Umbrella Insurance with a combined single limit for bodily injury and property</u> damage of no less than \$1,000,000, each occurrence, with respect to **CONTRACTOR'S** vehicles (including owned, hired, non-owned), assigned to or used in the performance of this Contract. If hazardous substances, materials, or wastes are to be transported, MCS 90 endorsement shall be included and \$5,000,000 per accident limits for bodily injury and property damage shall apply.
- 3.3.3.3 Workers' Compensation. **CONTRACTOR** shall carry Workers' Compensation insurance to cover obligations imposed by federal and state statutes having jurisdiction of **CONTRACTOR'S** employees engaged in the performance of the work or services, as well as Employer's Liability insurance of not less than \$100,000 for each accident, \$100,000 disease for each employee, and \$500,000 disease policy limit.

CONTRACTOR waives all rights against **COUNTY** and its agents, officers, directors and employees for recovery of damages to the extent these damages are covered by the Workers' Compensation and Employer's Liability or commercial umbrella liability insurance obtained by **CONTRACTOR** pursuant to this agreement.

In case any work is subcontracted, **CONTRACTOR** will require the Subcontractor to provide Workers' Compensation and Employer's Liability insurance to at least the same extent as required of **CONTRACTOR**.

3.3.4 Certificates of Insurance.

3.3.4.1 Prior to commencing work or services under this Contract, Contractor shall furnish the County with certificates of insurance, or formal endorsements as required by the Contract in the form provided by the County, issued by Contractor's insurer(s), as evidence that policies providing the required coverage, conditions and limits required by this Contract are in full force and effect. Such certificates shall identify this contract number and title.

In the event any insurance policy(ies) required by this contract is(are) written on a "claims made" basis, coverage shall extend for two years past completion and acceptance of **CONTRACTOR'S** work or services and as evidenced by annual Certificates of Insurance.

If a policy does expire during the life of the Contract, a renewal certificate must be sent to **COUNTY** fifteen (15) days prior to the expiration date.

3.3.4.2 <u>Cancellation and Expiration Notice</u>.

Insurance required herein shall not be permitted to expire, be canceled, or materially changed without thirty (30) days prior written notice to the County.

3.4 PROCUREMENT CARD ORDERING CAPABILITY:

It is the intent of Maricopa County to utilize a procurement card that may be used by the County from time to time, to place and make payment for orders under the Contract. Proposers without this capability may be considered non-responsive and not eligible for award consideration.

3.5 INTERNET ORDERING CAPABILITY:

It is the intent of Maricopa County to utilize the Internet to place orders under this Contract. Proposers without this capability may be considered non-responsive and not eligible for award consideration.

3.6 SCHEDULE OF EVENT:

Request for Proposals Issued: <u>August 14, 2003</u>

Deadline for submission of proposals is **2:00 P.M.**, MST, on **September 4, 2003.** All proposals must be received before 2:00 P.M. on the above date at Maricopa County Materials Management Department, 320 West Lincoln Street, Phoenix, AZ 85003.

Proposed review of Proposals and short list decision: September 12, 2003

Proposed Proposer presentations: (if required) September 17, 2003

Proposed selection and negotiation: September 23, 2003

Proposed Best & Final (if required) September 25, 2003

Proposed award of Proposal: October 22, 2003

All responses to this proposal become the property of Maricopa County and (other than pricing) will be held confidential, to the extent permissible by law. The County will not be held accountable if material from proposal responses is obtained without the written consent of the Proposer by parties other than the county.

3.7 INQUIRIES AND NOTICES:

All inquiries concerning information herein shall be addressed to:

MARICOPA COUNTY
DEPARTMENT OF MATERIALS MANAGEMENT
ATTN: CONTRACT ADMINISTRATION
320 W. LINCOLN ST.
PHOENIX, AZ 85003

Administrative telephone inquiries shall be addressed to:

WILLIAM THORNTON, PROCUREMENT CONSULTANT, 602-506-3248 (bthornton@mail.maricopa.gov)

Technical telephone inquiries shall be addressed to:

SHELBY SCHARBACH, DEPUTY FINANCE MANAGER, 602-506-1367

Inquiries may be submitted by telephone but must be followed up in writing. No oral communication is binding on Maricopa County.

3.8 INSTRUCTIONS FOR PREPARING AND SUBMITTING PROPOSALS:

Proposers are to provide one (1) original (labeled) PLUS ONE ELECTRONIC COPY ON A CD OR 3.5' DISK and four (4) copies of their proposal. **Proposers are to address proposals identified with return address, serial number and title in the following manner:**

Maricopa County Department of Materials Management 320 W. Lincoln St. Phoenix, AZ 85003

SERIAL 03096 - RFP

FINANCIAL ADVISORY SERVICE (NIGP94648)

Proposals must be signed by a corporate official who has been authorized to make such commitments. All prices shall be held firm for a period of one hundred twenty (120) days after the RFP closing date.

3.9 EXCEPTIONS TO THE SOLICITATION:

The Proposer shall identify and list all exceptions taken to all sections of 03096 – RFP and list these exceptions referencing the section (paragraph) where the exception exists and identify the exceptions and the proposed wording for the Proposer's exception. The Proposer will list these exceptions in the Best and Final Proposal under the heading, "Exception to the PROPOSAL Solicitation, SERIAL 03096 - RFP." Exceptions that surface elsewhere and that do not also appear under the heading, "Exception to the PROPOSAL Solicitation, SERIAL 03096-RFP," shall be considered invalidand void and of no contractual significance.

The County reserves the right to reject, render the proposal non-responsive, enter into negotiation on any of the Proposer exceptions, or accept them outright.

3.10 GENERAL CONTENT:

The Proposal submitted should be specific and complete in every detail. It should be practical and should be prepared simply and economically, providing a straightforward, concise delineation of capabilities to satisfactorily perform the Contract being sought.

The Proposer should not necessarily limit the proposal to the performance of the services in accordance with this document but should outline any additional services and their costs if the Proposer deems them necessary to accomplish the program.

3.11 FORMAT AND CONTENT:

To aid in the evaluation, it is desired that all proposals follow the same general format. The proposals are to be submitted in binders and have sections tabbed as below:

- 3.11.1 Letter of Transmittal (Exhibit 1)
- 3.11.2 Table of Contents
- 3.11.3 Short introduction and summary This section should contain an outline of the general approach utilized in the proposal.
- 3.11.4 Proposal The proposal should address those specific items in Section 2.4 and should contain a statement of all of the programs and services proposed, including conclusions and generalized recommendations. Proposals should be all-inclusive, detailing your best offer. Additional related services should be incorporated into the proposal, if applicable.
- 3.11.5 Firms Qualifications The proposal should address those specific items in Section 2.5.
- 3.11.6 Personal Qualifications The proposal should address those specific items in Section 2.6 as applicable, including a description of assignments and responsibilities, a resume of professional experience, and an estimate of the time each would devote to this program, and other pertinent information.
- 3.11.7 Proposal exceptions
- 3.11.8 Pricing (Attachment A)
- 3.11.9 Other data
- 3.11.10 Agreement (Attachment B)
- 3.11.11 References (Attachment C)
- 3.11.12 Vendor Information (Attachment D)

3.12 EVALUATION OF PROPOSAL – SELECTION FACTORS:

A Proposal Analysis Committee shall be appointed, chaired by the Materials Management Department, to evaluate each Proposal and prepare a scoring of each Proposal to the responses as solicited in the original request. At the County's option, proposing firms may be invited to make presentations to the Evaluation Committee. Best and Final Offers and/or Negotiations may be conducted, as needed, with the highest rated Proposer(s). Proposals will be evaluated on the following criteria which are listed RANK order.

- 3.12.1 Proven skills and technical competence.
- 3.12.2 Approach and philosophy.
- 3.12.3 Credential of management staff.
- 3.12.4 Cost of services and allocation of man-hours.

3.13 POST AWARD MEETING:

The successful Proposer(s) may be required to attend a post-award meeting with the Using Agency to discuss the terms and conditions of this Contract. This meeting will be coordinated by the Procurement Consultant of the Contract.

NOTE: PROPOSERS ARE REQUIRED TO USE ATTACHED FORMS TO SUBMIT THEIR PROPOSALS.

ATTACHMENT A PRICING PAGES

SERIAL 03096-RFP
SO67901/P061603/B0603388/NIGP94648
PRICING SHEET
BIDDER NAME:
ELD MENDOR #
BIDDER ADDRESS:
DO ADDRESS.
DIDDED DUONE #
BIDDER PHONE #. BIDDER FAX #:
COMPANY WED SITE.
COMPANY CONTACT (REP): E-MAIL ADDRESS (REP):
WILLING TO ACCEPT FUTURE SOLICITATIONS VIA EMAIL: YES NO
ACCEPT PROCUREMENT CARD: YES NO
REBATE (CASH OR CREDIT) FOR UTILIZING PROCUREMENT CARD: YES NO % REBATE
Payment shall be made within 48 hrs utilizing the Purchasing Card)
NTERNET ORDERING CAPABILITY: YES NO % DISCOUNT
OTHER GOV'T. AGENCIES MAY USE THIS CONTRACT:YES NO
PAYMENT TERMS: BIDDER IS REQUIRED TO PICK ONE OF THE FOLLOWING. TERMS WILL BE CONSIDERED IN DETERMINING LOW BID. FAILURE TO CHOOSE A TERM WILL RESULT IN A DEFAULT TO NET 30. BIDDER MUST INITIAL THE SELECTION BELOW. NET 10 NET 15 NET 20 NET 30 NET 30 NET 45 NET 60 NET 90 2% 10 DAYS NET 30 1% 10 DAYS NET 30 2% 30 DAYS NET 31 1% 30 DAYS NET 31 1% 30 DAYS NET 31
INDICATE PERCENTAGE OF M/WBE PARTICIPATION IF ANY HERE: %
INDICATE PERCENTAGE OF W/WDE PARTICIPATION IF ANT HERE/6
PLEASE INDICATE HOW YOU HEARD ABOUT THIS SOLICITATION: NEWSPAPER ADVERTISEMENT MARICOPA COUNTY WEB SITE PRE-SOLICITATION NOTICE OTHER (PLEASE SPECIFY)

ATTACHMENT A PRICING PAGES

ALL PRICING SHALL BE SUBMITTED ON A 3.5" DISKETTE FORMATTED IN EXCEL '97. NO BIDS WILL BE ACCEPTED WITHOUT THE ACCOMPANYING DISKETTE IN YOUR BID SUBMITTAL. ANY BID NOT CONTAINING THE REQUIRED DISKETTE WILL BE CONSIDERED NON-RESPONSIVE AND NOT CONSIDERED FOR EVALUATION OR CONTRACT AWARD.

ALL REQUESTS FOR DISKETTES MUST BE FAXED TO THE PROCUREMENT CONSULTANT AT (602) 258-1573. IN ADDITION, ONE (1) HARD COPY OF EACH PAGE OF ATTACHMENT A PAGE) SHALL BE SUBMITTED WITH YOUR BID.

PRICING:

ITEM DESCRIPTION	ADVISORY FEE
1.0 TAX ANTICIPATION NOTE ISSUE(S)	
1.1 UP \$10,000,000 1.2 \$10,000,001 TO \$20,000,000 1.2 \$20,000,001 TO \$30,000,000 1.2 \$30,000,001 AND ABOVE	\$ /\$1,000 \$ /\$1,000 \$ /\$1,000 \$ /\$1,000
2.0 COMPETITIVE OR NEGOTIATED DEBT ISSUE(S)	
2.1 NEW LONG-TERM FINANCING2.2 NEW CERTIFICATES OF PARTICIPATION2.3 REFUNDING LONG-TERM FINANCING/CERTIFICATES OF PARTICIPATION	\$ /\$1,000 \$ /\$1,000 \$ /\$1,000
3.0 LIMITED PUBLIC OFFERINGS	
3.1 NEW MONEY 3.2 REFUNDING COP'S 3.3 LEASES 3.4 REFUNDING LEASES	\$ /\$1,000 \$ /\$1,000 \$ /\$1,000 \$ /\$1,000
4.0 STRUCTURING	
4.1 ESCROW 4.2 BOND DEFEASANCES (NOT PART OF REFUNDING)	\$ /\$1,000 \$ /\$1,000
5.0 PERSONNEL5.1 MANAGING DIRECTOR5.2 VICE PRESIDENT5.3 ASSOCIATE5.4 ANALYST	\$ /HOUR \$ /HOUR \$ /HOUR \$ /HOUR

6.0 REIMBURSIBLE EXPENSES

- 6.1 TRAVEL AND RELATED EXPENSES ARE REIMBURSED AT COST IN ACCORDANCE WITH THE MARICOPA COUNTY TRAVEL POLICY AND MUST BE PRE-APPROVED BY MARICOPA COUNTY.
- 6.2 PRINTING/REPRODUCTION AND OTHER MISCELLANEOUS EXPENSES ARE REIMBURSED AT COST.

ATTACHMENT B

AGREEMENT

The Proposers hereby certify that they have read, understand and agree that acceptance by Maricopa County of the Contractor's offer by the issuance of a Purchase Order or Contract will create a binding Contract. Further, they agree to fully comply with all terms and conditions as set forth in the Maricopa County Procurement Code, and amendments thereto, together with the specifications and other documentary forms herewith made a part of this specific procurement

BY SIGNING THIS AGREEMENT THE SUBMITTING FIRMS CERTIFIES THAT THEY HAVE REVIEWED THE ADMINISTRATIVE INFORMATION AND DRAFT RFP CONTRACT'S TERMS AND CONDITIONS LOCATED AT http://www.maricopa.gov/materials, AND AGREE TO BE CONTRACTUALLY BOUND TO THEM.

MINORITY/ WOMEN-OWNED SMALL BUSINES	SSES (check appropriate item):	
Disadvantaged Business Enterprise (DBE) Women-Owned Business Enterprise (WBE) Minority Business Enterprise (MBE) Small Business Enterprise (SBE)		
FIRM SUBMITTING PROPOSAL	FEDERAL TAX ID NUMBER	
PRINTED NAME AND TITLE	AUTHORIZED SIGNATURE	_
ADDRESS	TELEPHONE FAX#	_
CITY STATE ZIP	DATE	_
WEB SITE:	EMAIL ADDRESS:	_
MARICOPA COUNTY, ARIZONA		
BY:	DATE	_
BY:CHAIRMAN, BOARD OF SUPERVISORS	DATE	_
ATTESTED:		
CLERK OF THE BOARD	DATE	_
APPROVED AS TO FORM:		
MARICOPA COUNTY ATTORNEY	DATE	<u> </u>

ATTACHMENT C

CONTRACTOR REFERENCES

FIR	M SUBMITTING PROPOSA	AL:	
1.	COMPANY NAME:		
	ADDRESS:		
	CONTACT PERSON:		
	TELEPHONE:	E-MAIL ADDRESS:	
2.	COMPANY NAME:		
	ADDRESS:		
	CONTACT PERSON:		
	TELEPHONE:	E-MAIL ADDRESS:	
3.	COMPANY NAME:		
	ADDRESS:		
	CONTACT PERSON:		
	TELEPHONE:	E-MAIL ADDRESS:	
4.	COMPANY NAME:		
	ADDRESS:		
	CONTACT PERSON:		
	TELEPHONE:	E-MAIL ADDRESS:	
5.	COMPANY NAME:		
	ADDRESS:		
	CONTACT PERSON:		
	TELEPHONE:	E-MAIL ADDRESS:	

ATTACHMENT D

CONTRACTOR INFORMATION

IN OUR CONTINUING EFFORT TO INSURE THAT OUR CONTRACTOR REGISTRATION SYSTEM IS CORRECT, PLEASE FURNISH THE FOLLOWING INFORMATION:

LEGAL NAME OF ORGANIZATION/INDIV	ÍDUAL:			
DOING BUSINESS AS (IF APPLICABLE):				
FEDERAL TAX ID NUMBER:	MARICO	OPA COUNTY VENDOR NUMBER:		
OWNERSHIP INDIVIDUAL/ STATUS: SOLE PROPRIETOR:	CORPORATION:	PARTNERSHIP: OT	HER:	
CORPORATE ADDRESS:		CITY:	STATE:	ZIP:
TELEPHONE:	FAX:	EMAIL:		
WEB SITE ADDRESS:				
NAME OF CONTACT PERSON:				
ADDITIONAL ADDRESS FOR:		ACCTS RECEIVABLECITY:		
TELEPHONE:	FAX:	EMAIL:		
NAME OF CONTACT PERSON:				
ADDITIONAL ADDRESS FOR:	P.O.	ACCTS RECEIVABLE	SOLICI	TATIONS
		CITY:	STATE:	ZIP:
TELEPHONE:	FAX:	EMAIL:		
NAME OF CONTACT PERSON:				
ADDITIONAL ADDRESS FOR:	P.O.	ACCTS RECEIVABLE	SOLICI	ΓATIONS
		CITY:	STATE:	ZIP:
TELEPHONE:	FAX:	EMAIL:		
NAME OF CONTACT PERSON:				
NOTE: NO PREFERENCE IN AWARDING MATERIALS MANAGEMENT, HOWEVER CONTRACTUAL REQUIREMENTS. CONT.	, YOU MUST REGISTER ACT MATERIALS MANAC	AS A CONTRACTOR IF AWARDED A	A CONTRACT IN SISTRATION PAC	ORDER TO FULFILL THE KET.
 I HEREBY CERTIFY THAT: I AM DULY AUTHORIZED TO CERT TO THE BEST OF MY KNOWLEDG THIS DATE. MY ORGANIZATION SHALL CO DISCRIMINATION REQUIREMENT ARTICLE 4 AND EXECUTIVE ORDE MY ORGANIZATION SHALL COMI 	TIFY THE INFORMATIONE, THE ELEMENTS OF TOWN OF THE SERVICE OF THE	N REQUESTED HEREIN. THE INFORMATION PROVIDED HEREIT STATUTES AND FEDERAL OF EMPLOYMENT IN ACCORDANCE APRIL 28, 1975. AND CONDITIONS OF SOLICITATION OF SET FORTH IN THE MARI	REIN ARE ACCU L EQUAL OPP CE WITH A.R.S. ONS AND CONTI	RATE AND TRUE AS OF ORTUNITY AND NON- TITLE 41, CHAPTER 9, RACTUAL DOCUMENTS,
PRINTED OR TYPED NAME		TITLE		
SIGNATURE		DATE		

ATTACHMENT D (CONTINUED NEXT PAGE)



Form W-9 (Rev. January 2003) Department of the Treasury Internal Revenue Service

Request for Taxpayer Identification Number and Certification

Give form to the requester. Do not send to the IRS.

ge 2.			
on page			
Print or type Specific Instructions	Check appropriate box: ☐ Individual/ ☐ Corporation ☐ Partnership ☐ Other ▶		Exempt from backup withholding
	Address (number, street, and apt. or suite no.)	Requester's name and	address (optional)
pecific	City, state, and ZIP code		
See S			
Pa	art I Taxpayer Identification Number (TIN)		
Enter your TIN in the appropriate box. For individuals, this is your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the Part I instructions on page 3. For other entities, it is your employer identification number (EIN). If you do not have a number, see How to get a TIN on page 3. Note: If the account is in more than one name, see the chart on page 4 for guidelines on whose number Employer identification number			
	enter. art II Certification	+	
	der penalties of perjury, I certify that:		
	The number shown on this form is my correct taxpayer identification number (or I am waitin	a for a number to be	issued to me) and
2. I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding, and			
3. I am a U.S. person (including a U.S. resident alien).			
with For arrai	rtification instructions. You must cross out item 2 above if you have been notified by the IF hholding because you have failed to report all interest and dividends on your tax return. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of deangement (IRA), and generally, payments other than interest and dividends, you are not requivide your correct TIN. (See the instructions on page 4.)	real estate transaction bt, contributions to an	is, item 2 does not apply. individual retirement

Purpose of Form

Signature of

U.S. person ▶

Sign

Here

A person who is required to file an information return with the IRS, must obtain your correct taxpayer identification number (TIN) to report, for example, income paid to you, real estate transactions, mortgage interest you paid, acquisition or abandonment of secured property, cancellation of debt, or contributions you made to an IRA.

U.S. person. Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN to the person requesting it (the requester) and, when applicable, to:

- 1. Certify that the TIN you are giving is correct (or you are waiting for a number to be issued),
- Certify that you are not subject to backup withholding, or
- **3.** Claim exemption from backup withholding if you are a U.S. exempt payee.

Note: If a requester gives you a form other than Form W-9 to request your TIN, you must use the requester's form if it is substantially similar to this Form W-9.

Foreign person. If you are a foreign person, use the appropriate Form W-8 (see **Pub. 515**, Withholding of Tax on Nonresident Aliens and Foreign Entities).

Nonresident alien who becomes a resident alien.

Date ▶

Generally, only a nonresident alien individual may use the terms of a tax treaty to reduce or eliminate U.S. tax on certain types of income. However, most tax treaties contain a provision known as a "saving clause." Exceptions specified in the saving clause may permit an exemption from tax to continue for certain types of income even after the recipient has otherwise become a U.S. resident alien for tax purposes.

If you are a U.S. resident alien who is relying on an exception contained in the saving clause of a tax treaty to claim an exemption from U.S. tax on certain types of income, you must attach a statement that specifies the following five items:

- 1. The treaty country. Generally, this must be the same treaty under which you claimed exemption from tax as a nonresident alien.
 - 2. The treaty article addressing the income.
- **3.** The article number (or location) in the tax treaty that contains the saving clause and its exceptions.
- **4.** The type and amount of income that qualifies for the exemption from tax.
- **5.** Sufficient facts to justify the exemption from tax under the terms of the treaty article.

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Example. Article 20 of the U.S.-China income tax treaty allows an exemption from tax for scholarship income received by a Chinese student temporarily present in the United States. Under U.S. law, this student will become a resident alien for tax purposes if his or her stay in the United States exceeds 5 calendar years. However, paragraph 2 of the first Protocol to the U.S.-China treaty (dated April 30, 1984) allows the provisions of Article 20 to continue to apply even after the Chinese student becomes a resident alien of the United States. A Chinese student who qualifies for this exception (under paragraph 2 of the first protocol) and is relying on this exception to claim an exemption from tax on his or her scholarship or fellowship income would attach to Form W-9 a statement that includes the information described above to support that exemption.

If you are a **nonresident alien or a foreign entity** not subject to backup withholding, give the requester the appropriate completed Form W-8.

What is backup withholding? Persons making certain payments to you must under certain conditions withhold and pay to the IRS 30% of such payments (29% after December 31, 2003; 28% after December 31, 2005). This is called "backup withholding." Payments that may be subject to backup withholding include interest, dividends, broker and barter exchange transactions, rents, royalties, nonemployee pay, and certain payments from fishing boat operators. Real estate transactions are not subject to backup withholding.

You will **not** be subject to backup withholding on payments you receive if you give the requester your correct TIN, make the proper certifications, and report all your taxable interest and dividends on your tax return.

Payments you receive will be subject to backup withholding if:

- 1. You do not furnish your TIN to the requester, or
- 2. You do not certify your TIN when required (see the Part II instructions on page 4 for details), or
- ${\bf 3.}$ The IRS tells the requester that you furnished an incorrect TIN, or
- **4.** The IRS tells you that you are subject to backup withholding because you did not report all your interest and dividends on your tax return (for reportable interest and dividends only), or
- **5.** You do not certify to the requester that you are not subject to backup withholding under **4** above (for reportable interest and dividend accounts opened after 1983 only).

Certain payees and payments are exempt from backup withholding. See the instructions below and the separate Instructions for the Requester of Form W-9.

Penalties

Failure to furnish TIN. If you fail to furnish your correct TIN to a requester, you are subject to a penalty of \$50 for each such failure unless your failure is due to reasonable cause and not to willful neglect.

Civil penalty for false information with respect to withholding. If you make a false statement with no reasonable basis that results in no backup withholding, you are subject to a \$500 penalty.

Criminal penalty for falsifying information. Willfully falsifying certifications or affirmations may subject you to criminal penalties including fines and/or imprisonment.

Misuse of TINs. If the requester discloses or uses TINs in violation of Federal law, the requester may be subject to civil and criminal penalties.

Specific Instructions

Name

If you are an individual, you must generally enter the name shown on your social security card. However, if you have changed your last name, for instance, due to marriage without informing the Social Security Administration of the name change, enter your first name, the last name shown on your social security card, and your new last name.

If the account is in joint names, list first, and then circle, the name of the person or entity whose number you entered in Part I of the form.

Sole proprietor. Enter your **individual** name as shown on your social security card on the "Name" line. You may enter your business, trade, or "doing business as (DBA)" name on the "Business name" line.

Limited liability company (LLC). If you are a single-member LLC (including a foreign LLC with a domestic owner) that is disregarded as an entity separate from its owner under Treasury regulations section 301.7701-3, enter the owner's name on the "Name" line. Enter the LLC's name on the "Business name" line.

Other entities. Enter your business name as shown on required Federal tax documents on the "Name" line. This name should match the name shown on the charter or other legal document creating the entity. You may enter any business, trade, or DBA name on the "Business name" line.

Note: You are requested to check the appropriate box for your status (individual/sole proprietor, corporation, etc.).

Exempt From Backup Withholding

If you are exempt, enter your name as described above and check the appropriate box for your status, then check the "Exempt from backup withholding" box in the line following the business name, sign and date the form.

Generally, individuals (including sole proprietors) are not exempt from backup withholding. Corporations are exempt from backup withholding for certain payments, such as interest and dividends.

Note: If you are exempt from backup withholding, you should still complete this form to avoid possible erroneous backup withholding.

Exempt payees. Backup withholding is **not required** on any payments made to the following payees:

- 1. An organization exempt from tax under section 501(a), any IRA, or a custodial account under section 403(b)(7) if the account satisfies the requirements of section 401(f)(2);
- **2.** The United States or any of its agencies or instrumentalities;
- **3.** A state, the District of Columbia, a possession of the United States, or any of their political subdivisions or instrumentalities;
- **4.** A foreign government or any of its political subdivisions, agencies, or instrumentalities; or
- **5.** An international organization or any of its agencies or instrumentalities.

Other payees that may be exempt from backup withholding include:

- 6. A corporation;
- 7. A foreign central bank of issue;
- **8.** A dealer in securities or commodities required to register in the United States, the District of Columbia, or a possession of the United States;

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- **9.** A futures commission merchant registered with the Commodity Futures Trading Commission;
 - A real estate investment trust;
- 11. An entity registered at all times during the tax year under the Investment Company Act of 1940;
- 12. A common trust fund operated by a bank under section 584(a);
 - 13. A financial institution;
- **14.** A middleman known in the investment community as a nominee or custodian; or
- **15.** A trust exempt from tax under section 664 or described in section 4947.

The chart below shows types of payments that may be exempt from backup withholding. The chart applies to the exempt recipients listed above, 1 through 15.

If the payment is for	THEN the payment is exempt for
Interest and dividend payments	All exempt recipients except for 9
Broker transactions	Exempt recipients 1 through 13. Also, a person registered under the Investment Advisers Act of 1940 who regularly acts as a broker
Barter exchange transactions and patronage dividends	Exempt recipients 1 through 5
Payments over \$600 required to be reported and direct sales over \$5,000 ¹	Generally, exempt recipients 1 through 7 ²

¹ See Form 1099-MISC, Miscellaneous Income, and its instructions

Part I. Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. If you are a resident alien and you do not have and are not eligible to get an SSN, your TIN is your IRS individual taxpayer identification number (ITIN). Enter it in the social security number box. If you do not have an ITIN, see How to get a TIN below.

If you are a **sole proprietor** and you have an EIN, you may enter either your SSN or EIN. However, the IRS prefers that you use your SSN.

If you are a single-owner **LLC** that is disregarded as an entity separate from its owner (see **Limited liability company (LLC)** on page 2), enter your SSN (or EIN, if you have one). If the LLC is a corporation, partnership, etc., enter the entity's EIN.

Note: See the chart on page 4 for further clarification of name and TIN combinations.

How to get a TIN. If you do not have a TIN, apply for one immediately. To apply for an SSN, get Form SS-5, Application for a Social Security Card, from your local Social Security Administration office or get this form on-line at www.ssa.gov/online/ss5.html. You may also get this form by calling 1-800-772-1213. Use Form W-7, Application for IRS Individual Taxpayer Identification Number, to apply for an ITIN, or Form SS-4, Application for Employer Identification Number, to apply for an EIN. You can get Forms W-7 and SS-4 from the IRS by calling 1-800-TAX-FORM (1-800-829-3676) or from the IRS Web Site at www.irs.gov.

If you are asked to complete Form W-9 but do not have a TIN, write "Applied For" in the space for the TIN, sign and date the form, and give it to the requester. For interest and dividend payments, and certain payments made with respect to readily tradable instruments, generally you will have 60 days to get a TIN and give it to the requester before you are subject to backup withholding on payments. The 60-day rule does not apply to other types of payments. You will be subject to backup withholding on all such payments until you provide your TIN to the requester.

Note: Writing "Applied For" means that you have already applied for a TIN **or** that you intend to apply for one soon.

Caution: A disregarded domestic entity that has a foreign owner must use the appropriate Form W-8.

² However, the following payments made to a corporation (including gross proceeds paid to an attorney under section 6045(f), even if the attorney is a corporation) and reportable on Form 1099-MISC are **not exempt** from backup withholding: medical and health care payments, attorneys' fees; and payments for services paid by a Federal executive agency.

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Part II. Certification

To establish to the withholding agent that you are a U.S. person, or resident alien, sign Form W-9. You may be requested to sign by the withholding agent even if items 1, 3, and 5 below indicate otherwise.

For a joint account, only the person whose TIN is shown in Part I should sign (when required). Exempt recipients, see **Exempt from backup withholding** on page 2.

Signature requirements. Complete the certification as indicated in 1 through 5 below.

- 1. Interest, dividend, and barter exchange accounts opened before 1984 and broker accounts considered active during 1983. You must give your correct TIN, but you do not have to sign the certification.
- 2. Interest, dividend, broker, and barter exchange accounts opened after 1983 and broker accounts considered inactive during 1983. You must sign the certification or backup withholding will apply. If you are subject to backup withholding and you are merely providing your correct TIN to the requester, you must cross out item 2 in the certification before signing the form.
- **3. Real estate transactions.** You must sign the certification. You may cross out item **2** of the certification.
- 4. Other payments. You must give your correct TIN, but you do not have to sign the certification unless you have been notified that you have previously given an incorrect TIN. "Other payments" include payments made in the course of the requester's trade or business for rents, royalties, goods (other than bills for merchandise), medical and health care services (including payments to corporations), payments to a nonemployee for services, payments to certain fishing boat crew members and fishermen, and gross proceeds paid to attorneys (including payments to corporations).
- 5. Mortgage interest paid by you, acquisition or abandonment of secured property, cancellation of debt, qualified tuition program payments (under section 529), IRA or Archer MSA contributions or distributions, and pension distributions. You must give your correct TIN, but you do not have to sign the certification.

What Name and Number To Give the Requester

For this type of account:	Give name and SSN of:
1. Individual	The individual
2. Two or more individuals (joint account)	The actual owner of the accoun or, if combined funds, the first individual on the account ¹
3. Custodian account of a minor	The minor ²
(Uniform Gift to Minors Act) 4. a. The usual revocable savings trust (grantor is also trustee)	The grantor-trustee ¹
 b. So-called trust account that is not a legal or valid trust under state law 	The actual owner ¹
5. Sole proprietorship or single-owner LLC	The owner ³
For this type of account:	Give name and EIN of:
6. Sole proprietorship or single-owner LLC	The owner ³
7. A valid trust, estate, or pension trust	Legal entity ⁴
8. Corporate or LLC electing corporate status on Form 8832	The corporation
9. Association, club, religious, charitable, educational, or other tax-exempt organization	The organization
10. Partnership or multi-member LLC	The partnership
11. A broker or registered nominee	The broker or nominee
12. Account with the Department of Agriculture in the name of a public entity (such as a state or local government, school district, or prison) that receives agricultural program payments	The public entity

¹ List first and circle the name of the person whose number you furnish. If only one person on a joint account has an SSN, that person's number must be furnished

Note: If no name is circled when more than one name is listed, the number will be considered to be that of the first name listed.

Privacy Act Notice

Section 6109 of the Internal Revenue Code requires you to provide your correct TIN to persons who must file information returns with the IRS to report interest, dividends, and certain other income paid to you, mortgage interest you paid, the acquisition or abandonment of secured property, cancellation of debt, or contributions you made to an IRA or Archer MSA. The IRS uses the numbers for identification purposes and to help verify the accuracy of your tax return. The IRS may also provide this information to the Department of Justice for civil and criminal litigation, and to cities, states, and the District of Columbia to carry out their tax laws. We may also disclose this information to other countries under a tax treaty, or to Federal and state agencies to enforce Federal nontax criminal laws and to combat terrorism.

You must provide your TIN whether or not you are required to file a tax return. Payers must generally withhold 30% of taxable interest, dividend, and certain other payments to a payee who does not give a TIN to a payer. Certain penalties may also apply.



² Circle the minor's name and furnish the minor's SSN.

³ You must show your individual name, but you may also enter your business or "DBA" name. You may use either your SSN or EIN (if you have one).

⁴ List first and circle the name of the legal trust, estate, or pension trust. (Do not furnish the TIN of the personal representative or trustee unless the legal entity itself is not designated in the account title.)

EXHIBIT 1

LETTER OF TRANSMITTAL

(To be typed on the letterhead of Offeror)

Maricopa County Department of Materials Management 320 West Lincoln,
Phoenix, Arizona 85003

Re: RFP Number – 99-RFP	
To Whom It May Concern:	
	ferred to as the "Offeror"), hereby submits its response to your o supply and furnish to you, all in accordance with the Scope of for Proposal.
	if this proposal is accepted by the Maricopa County, such shall thereupon be contractually obligated to carry out its
Kindly advise this in writing on or before	if you should desire to accept this proposal.
Very truly yours,	